



Feeding Hands

Feeding Hands is an organization of excellence which cultivates contagious volunteerism to involve the community to work together to address food insecurity in Somerset County and the surrounding area. We engage individuals, businesses, and houses of worship to step in to our healthy, transformational environment designed to assist families struggling to meet their basic needs. The transformation carries over to the staff, volunteers, and donors who participate with us in this purpose-filled mission as we consistently surprise and delight those who connect with us. We are currently looking for a Development Manager working in a hybrid environment to fill a new exempt position with primary responsibility to generate the funding necessary to grow our culture and impact.

Title: Development Manager

Reports to: Executive Director

Primary Location: Hybrid (Most work will occur in your own space, with approximately 30-40% onsite)

General Job Description:

The Development Manager will work with current donors and expand the pipeline of individual, corporate, and foundation donors in addition to managing grant proposals. As a vital Feeding Hands Team member, the successful candidate will implement donor acquisition, solicitation, and cultivation, with a comprehensive plan to help us address the growing food insecurity challenge in the local community. The candidate will support Feeding Hands' annual fundraising budget and grow it over the next three-to-five years to support our current strategic vision. The Development Manager will also produce a major fundraising event during the year for donor cultivation. Reporting to the Executive Director, the Development Manager will collaborate closely with the entire team and the organization's Board of Directors.

Primary Duties and Responsibilities:

- Develop and implement a comprehensive fundraising plan to meet the organization's annual revenue goals.
- Work closely with the Executive Director and collaborate with the Board of Directors and the entire team.
- Directly manage and implement strategies to identify, solicit, cultivate, and increase the pipeline of major giving prospects, corporate, foundation donors, and grant initiatives.

- Manage an extensive portfolio of existing donors and cultivate new prospects to generate additional funding and deeper engagement with the organization.
- Plan and execute special events to facilitate donor engagement.
- Develop and execute effective donor communications and marketing material.
- Monitor and analyze fundraising data to evaluate performance and adjust strategies as necessary.

Key Qualifications:

- Three or more years of experience with successful, proven fundraising experience with a Non-Profit organization.
- Documented success in personally implementing cultivation and acquisition strategies that use relationship-building, leading to deeper forms of engagement and successful gift closures.
- Demonstrated understanding of giving trends related to cultivating major gifts and general philanthropic trends.
- Experience designing and producing nonprofit events and fundraisers.
- Possess excellent verbal & written communication skills, including the ability to write compelling donor communications and marketing materials.
- While significant portions of work is remote, regular on-site presence is necessary to understand and engage in the heart of our brand and collaborate with the team.
- Is tech-savvy and experienced with utilizing, managing, and maintaining CRMs, donor prospect research software, and digital communications tools. Knowledge of and experience with Network for Good (Bonterra), Microsoft Office, and Excel are all a plus.
- Demonstrate a deep commitment to the mission and our core values of empathy, connection, and stewardship.

Compensation:

- This is a full-time exempt salaried position with occasional night and weekend requirements. The salary range is \$47,000-\$51,000 a year working significant portion of time in a remote capacity.
- We offer generous PTO package of holiday, vacation, and sick time.
- Retirement plan with 3% match.
- Fun and purpose-filled culture.

How to Apply:

Submit your resume with subject: Last Name: Development Position to rsvp@feedinghandspantry.org with a cover letter indicating why you believe your skills, values, and experiences will be a good fit for our organization and how Feeding Hands can help you meet your goals.